



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm, originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

March 16, 1979

- 0429- Canned foods and fruits (Venezuela). Company interested in representing U.S.
0430 companies for canned foods and canned fruits. Packed in cartons. Request labels in Spanish and products must be registered with Ministry of Health. Quotations CIF La Guaira, Venezuela. Bank ref: Banco Italo, Venezuela, Central Office. Contact: Jose Lucas Martinez, Buenaventura, S.A., Buenaventura, S.A., Apartado 50226, Caracas 105 Venezuela. Cable Buena. Phone: : 710730.
- 0431 Peanut seed (Venezuela). Wants peanut seed-unshelled and treated for planting, 600 tons -Spanish Star and Tamnus 74. Spanish Star and Tamnus 74-80% min. germination. Packed in special peanut seed container (alternative left to shipper). Phytosanitary certificate of country of origin. Party interested in air freight to Barcelona. Quote CIF Barcelona Airport, Anzoategui or CIF Guanta, Anzoategui. Banco De Venezuela, Principal Office in the name of Hellmuth Brikisak. Contact: Hellmuth Brikisak, Trans Komex, Trans Komex, Apartado 61445, Caracas 106 - Venezuela Telex: 21481. Cable: TRANS KOMEX. Phone: 72 7675 or 72 5272.
- 0432- Apples, pears (Mexico). Wants 25,000 cases, fancy, extra fancy fresh apples and
0433 pears, 88-100, 100-125, 125-138, 138-150. Packed in wood boxes or carton boxes. Quotations FOB border for immediate delivery. Bank ref: Actibanco De Guadalajara, Sucursal Republica Del Salvador, Account No. 21357-3. Contact: Joaquin Peneiro A. or Edna De Saracho, Productos J.P., Michoacan 63, Mexico 7, D.F., Mexico.
- 0434 Dehydrated Potato Flakes (Chile). Wishes to import dehydrated potato flakes or granules to make fried potato products. Quantity: Quarterly shipments of 120 tons starting August 1979. Quotation Ton/FOB. Please indicate type of packing for quotation given. Contact: Juan Carlos Ateaga, Fundo Y Fabrica Santa Adela De Buin LTDA., Amunategui 86, PISO 5, Of. #501, Santiago, Chile. Telex: Facodela Santiago 260.
- 0435- Rice (El Salvador). Wants milled rice, medium or long grain, 9200 MT more or less
0436 10%, long or medium grain, 13% humidity, 6% damaged and red grains, 8% chalky grain, 30% broken grain, 6% contrasting classes, objectionable seed 8 in 100 grains. Packaging bulk, for delivery partial, 50% in April and 50% in May. Quotation CIF Acajutla. Bank ref: Banco Central De Reserva. Contact: Lic Antonio Cruz Revelo. Instituto Regulador De Abastecimientos, 39 Calle Poniente Y 5A. Avenida Norte, San Salvador, El Salvador. Telex: 20233 Rondeca. Phone: 21-6062, 22-8437, 22-7682.
- 0437- Cotton seed oil, soybean oil (Pakistan). Wants cotton seed oil for production of
0438 edible (cooking) oils to be imported in 1,000 ton shipments, and crude degummed soybean oil, in semi-refined shape, to be used in producing edible oils. Requests C&F Karachi quotations with delivery period. Quotation to include three percent indenting commission for cotton seed oil and soybean oil.

Contact: Javaid Akbar, Managing Partner, Oriental Trade Corporation, P.O. Box 383, Circular Road, Failabad, Pakistan. Cable: ORIENT. Phone: 32364.

- 0439 Rice (South Africa). Wants 80-100 tons per month of cargo, long grain rice, top quality. Packaging: Bags suitable for cargo rice. Importer will package rice. Quotes CIF. Bank Ref: Barclays Bank, Dalton, Pietermaritzburg, Natal. Contact: G. H. Chohan, Company name in process of being registered, P.O. Box 786, Pietermaritzburg 3200, Natal, South Africa. Cable: Bayat, Pietermaritzburg. Phone: 0331/71361.
- 0440- Fresh fruits and vegetables (Netherlands). Wants container loads of fresh apples,
0441 pears, peaches, grapes, melons, cherries, green beans, iceberg lettuce, radishes and corn. Quotations CIF, airfreight. Bank ref: Rabo-Bank, Badhoevedorp. Contact: W. F. Bodeker, Veenendaal B.V., P.O. Box 92, Beverwijk, Netherlands. Telex: 35328/35251. Phone: 02510-29186.
- 0442 Soybean meal (Egypt). Wants 150 tons per month of soybean meal, 42 and 48%. Packed in suitable bags of 50 kg. each. Requests offers for both quality specifications. Quotations CIF Alexandria or Port Said. Bank ref: Cairo Bank, Sayda Zainab Branch, Cairo. Contact: Ahmed Abdel Hadi El Gogary, El Gogary Co., 221, El Fariq Aziz El Masri Street. Heliopolis, Cairo, Egypt. Phone: 865794.
- 0443- Rice, Milled flour (Upper Volta). Wishes to receive price quotations CIF Lome
0444 for 5,000 metric tons of milled flour to be delivered in 10 shipments of 500 tons. Would also like information/specifications on the characteristics of the flour in particular--humidity, ash content (cinder) and protein content. Would also like quotations for 5,000 metric tons of rice (25 percent broken) CIF Lome. Bank ref: Banque International Des Voltas, Ouagadougou, Upper Volta. Contact: Traore Benjamin Adama, B. P. 2637, Ouagadougou, Upper Volta. Telex: 1-111 UPPER VOLTA.
- 0445 Speciality foods (England). Company established in 1879 seeks distributorship for food products, particularly speciality foods. Firm employs 126, with annual sales volume of 6,000,000 pounds (\$12M). Presently represents several U.S. firms. Bank ref: Midland Bank Ltd, 106 Bermondsey Street, London SE1 3UA, England. Contact F. O. Hausermann, Managing Director, G. Costa & Co. Ltd, Staffordshire Street, London, SE15 5TL, England. Telex: 884762. Phone: 01 639 3456.
- 0446 Field crop seeds (Mexico). Company organized in 1976 to manufacture cotton and synthetic fabrics. Wants field crop seeds (soya, etc). Firm sells throughout Mexico. Requests catalogs and price lists. Correspondence may be in English. Contact: Luis F. Marti, Gerente, Martex Potosi, S.A., V. Carranza No. 24, Col. Lazaro Cardenas, Naucalpan, EDO. De Mexico. Phone: 576-03-55.
- 0447 Rabbits (Greece). Wants 15 rabbit bucks for breeding, New Zealand or other similar breed adaptable to climatic conditions similar to California. Cages suitable for air transportation. Payment Irrevocable Letter of Credit. Quotation CIF Athens. Bank ref: Agricultural Bank of Greece. Contact: Haralambos Voyadtzakis, 25 Galli St., Chania, Crete, Greece. Phone 21723.
- 0448- Coffee, cocoa, tea, soup (England). Firm established in 1944, employs 60,
0449- as a Sales Agent/Distributor/Purchaser of hot beverage products. Firm seeks to
0450- act as agent for U.S. supplies of all hot beverage products: tea, coffee, cocoa,
0451 soup, etc. Bank ref: Midland Bank Ltd., Aldgate Branch, 94 Fenchurch Str. Contact: B. Chapman - Managing Director, Copak Vendona Ltd., 2nd floor, Wilec

House, 82/100, City road, London EC1Y 2BU, England. Phone: 01-251-2900.
Telex: 28837. Cable: DANFOOD LDN.

- 0452- Syrup, pancake flour (Germany). West Berlin firm with restaurants in the city
0453 seeks to import pancake flour, and pancake syrup, blended and mixes. Quote CIF Berlin, if possible. Contact: Herrn Pohlenz, Cirtronic GMBG, Kurfuerstendamm 200, D-1000 Berlin 15, Germany. Phone: (030) 882-10-38.
- 0454- Pulses, lentils (Greece). Wants 500 MT each of lentils, chick peas, and kidney
0455 beans. USDA Grade 1, packed in 50 kg. bags for delivery as soon as possible. Payment cash against documents. Quote CIF Piraeus. Bank ref: National Bank of Greece. Contact: Agis Birakos, Kranae Hellas, 11, Aghiou Konstantinou St., Piraeus, Greece,. Phone: 4119333.
- 0456 Canned products (England). Firm established in 1944, employs 60 persons and operates as a Sales Agent/Distributor of all canned and provisional products. Has an annual turnover of 54 million. Firm seeks to act as Agent/Distributor. Bank ref: Midland Bank Ltd., Aldgate Branch, 94 Fenchurch Str., London EC3M 5JH; National Westminster Bank Ltd., 218 Old Str., London EC1. Contact: D. L. Hurrell Buying Director, S. Daniels & Co. Ltd., Wilec House, 82/100 City Road, London EC1Y 2BU, England. Phone: 01-253-9013. Telex: 28837. Cable: DANFOOD.
- 0457- Pulses, lentils, cottonseed meal (Greece). Wants 3,000 MT each of white beans,
0458 chick peas and lentils, medium size, USDA Grade 2, packed in 100 lb. bags for
0459 delivery March thru May, 1,000 MT each per shipment, and cottonseed meal 10,000-20,000 MT, 4% protein, 10% moisture, 5% fat, 6% ash, and 2% foreign material. Standard packaging. Delivery March thru June in partial shipments. Quotations FOB U.S. Port (seller to specify port). Payment Irrevocable Letter of Credit. Bank ref: National Bank of Greece. Contact: Stephen Debeniotis, Rekor S.A., 45, Michalakopoulou St., Athens Greece. Telex: 219709. Phone: 742639.
- 0460 Grocery items (Germany). Wants first quality almond pastes, syrups, peanut butter, cereal, breakfast food mixes, fruit peel products, & nuts glazed. Quotations CIF European Port. Bank Ref: Dresdner Bank Ag. 6500 Mainz 1. Contact: Dr. Friedrich, Starkfried GMBH, Robert-Koch-Str. 16, D-6500 Mainz 42, Germany. Cable: STARKFRIED. Phone: 06131/58011.
- 0461- Beef, lamb, and pork offals (England). Company established 1964, employs 8 &
0462 has an annual sales volume of 7,000,000 pounds (\$14 million). seeks distributorship
0463 for beef offals, pork offals and lamb offals. Bank ref: National Westminster Bank Ltd. Holborn Circus, London, EC1. Contact: D. J. Smith, Managing Director, British & Overseas Meat Ltd., 225 Central Markets, London. EC1, England. Phone: 01 236 0841. Telex: 883083.
- 0464 Foodstuffs (Barbados). Wishes to contact U.S. manufacturer/suppliers of foodstuffs. Bank ref: Bank of Nova Scotia, Broad Street, Bridgetown, Barbados. Contact: L. E. Gibbs, Managing Director, L.E. Gibbs & Co.. Ltd.. No. 7 Cheapside. Bridgetown Barbados, W.I., Cable: "Pressway", Bridgetown. Phone: 60535.
- 0465 Peaches (Japan). Wants canned yellow peaches, 20,000 cartons as trial order, Grade A, samples and additive information required, packed 1/3 of 20,000 cartons: 30 L-size peaches 1/2 cut; 1/3: 35 M-size peaches 1/2 cut; and 1/3: M-size peaches 1/2 cut in a No. 10 can, with light (16 PCT) syrup, 6 cans in a carton. Delivery April 1979. Bank ref: Tokai Bank, Sakurabashi Branch. Contact: Akira Koda,

Saney Trading Co., Ltd., 3-10-28 Utsubohonmachi, Nishi-Ku, Osaka 550, Japan.
Telex: J63516 (Prosperous). Cable: PROSPEROUS. Phone: 06-448-2351.

- 0466 Confectionary products (Egypt). Importer/distributor of wide range of food and sundries interested in candy bars and bag candy. Contact: Hussein M. Abdallah, Import-Export agencies, Attallah Bldg. El Geich St. and Tarh El Bahr St., P.O. Box 664 Port Said, Egypt. Phone: 8507 or 2752 Port Said. Telex: 54260 PORT SAID.
- 0467 Potato flour (England). Wishes container loads of best quality potato flour, suitable for export packs and bulk if available. Delivery soonest. Quote CIF London. Bank ref: Lloyds Bank Ltd. Contact: G. M. Fiske, G. Fiske & Co. Ltd., Ashley House, 18-20 George Street, Richmond, Surrey, England. Telex: 8813246. Phone: 01-567 8640.
- 0468 Grocery lines (Bahrain). Wishes contact with U.S. suppliers of canned vegetables; canned juices; canned fruits; jams all varieties; jellies; cardamons; curry beef; chicken curry; pure ghee; table salt; corn oil; salad oil; canned fish; biscuits and confectionery; chilli sauce; vinegar in bottles; vermicillies; cigarettes. Contact: Valabdas Muljimal & Bros., Post Box No. 6, Tijjar Road, Bahrain. Telex: 8577 THASON BN. Cable: THASONS. Phone: 253849 or 251632.
- 0469- Rice, alfalfa pellets, seed oil (Greece). Wants 30,000 to 60,000 MT milled, white,
0470- long grain rice, 5% broken, packed in jute or polypropylene bags. Delivery March
0471 thru May 1979 in shipments of 10,000-20,000 MT per month, and alfalfa pellets 10,000-20,000 MT, 8% fat, 24% fibre, 10% ash, 10% moisture, BTA Carotene not less than 100 MGM/Kg. Standard packaging for delivery March thru June. Quote for both rice and alfalfa pellets FOB U.S. Port (seller to stipulate port). Also interested in 4,000 MT sunflower oil and 2,000 MT corn oil refined. Packed in 1/2 kg. lithographed cans for partial shipments March thru June. Quote C&F U.S. Port Payment all products Irrevocable Letter of Credit. Bank ref: National Bank of Greece. Contact: Stephen Debeniotis, Rekor S.A., 45 Michalakopoulou St., Athens, Greece. Telex: 219709. Phone: 742639.
- 0472- Frozen concentrated fruits juices (Sweden). Wants following frozen concentrated
0473- fruit juices: orange, grapefruit, pineapple, and other kinds of fruit juices.
0474 1-2 mt per year, per product. Bank ref: Svenska Handelsbanken. Contact: Stig Castenback, Stig Castenback Aktiebolag, Snipkroken 1, S-112 64 Stockholm, Sweden. Telex: 10 597 Casten S. Cable: CASTENAGENT. Phone: 08/13 03 25.
- 0475 Almonds (England). Wants shelled almonds, Supreme, non Pereil, sizes 18/20, 23/25 and 30/32 price per lb. C&F Liverpool; and almonds, Select, Non Pereil, sizes 20/22 price per lb. C&F Liverpool. Delivery soonest. Bank ref: Bank of Credit & Commerce, 25 Lichfield Street, Wolverhampton. Contact: T.S. Wouhra, East End Foods (Midlands) Ltd., Athole Str-et, Birmingham B12 ODA, England. Telex: 336354. Phone: 021 440 5151.
- 0476 Lobster (Japan). Wants lobster, frozen one container load regularly best quality. Quotations CIF Nagoya. Delivery as soon as possible. Bank ref: Mitsubishi Bank, Nagoya Branch, Nagoya. Contact: Takanori Ohishi, President, Ohishi & Co., Ltd., 8-23 Sakad 3-Chome, Naka-Ku, Nagoya 460, Japan. Cable: OHISHICOM Nagoya. Phone: 052-241-0884.

- 0477 Milk Powder (Singapore). Wants approximately 10-20 tons full cream milk powder (ordinary and instant), must contain at least 26-26 ½% butterfat, and approximately 10-20 tons skim milk powder. Packed in 3-ply plastic bags of 25 kg each. Quote CIF Singapore, delivery soonest. Bank ref: United Overseas Bank, Jurong Branch, Singapore 22. Contact: P.S. Johnson Ben Sunshine Dairies (PTE) Ltd., Jalana Besut, Jurong, Singapore 22. Telex: RS 22003. Phone: 650111.
- 0478 Race Horses (South Africa). Wants breeding race horses that have won one or two races in U.S. To be transported by sea. Quotations FOB. Bank ref: Volkskas, Northcliff, 2115. Contact: J.G.F. McPherson, Darley Hall (PTY) Ltd., Equestrian Stud and Export, P.O. Box 1112, Bloemfontein 9300, OFS, South Africa. Telex: 27221. Cable: Box 462, Bloemfontein, OFS. Phone: 051/83148-Howard.
- 0479- Apples, pears (Venezuela). Wishes contact with U.S. suppliers of
0480 apples and pears, 13,000 tons, Red Delicious; sizes 100"-138", packed in cardboard boxes, 20-22 lbs. each. Delivery as soon as possible. Shipped on a refrigerated vessel. Quotations CIF La Guaira. Bank ref: Banco Provincial De Venezuela. Contact: Francisco Turrillo G., Fratugar, Edificio America, Oficina 405, Esquina Veroes Apartado De Carreos 5388, Zona 101, Caracas, Venezuela. Telex: 21451. Cable: FRATU-VE. Phone: 81 74 51; 81 03 25.
- 0481 Fruit Sugar (Germany). Wants 20 tons per shipment of fruit sugar, crystalline, in usual export bags, containerized: 20 to 40 feet containers. Delivery to start immediately. Quote FAS Port of Embarkation. Bank ref: Bankhaus Lampe, Hamburg. Contact: Werner Rohloff, Brandsstwierte 4, 2000 Hamburg 11, West Germany. Telex: 21 61 755 (answer back. Wero D). Cable: Corona Hamburg. Phone: 32 79 49 and 33 59 10.
- 0482 Pistachio Nuts (Germany). Wants unprocessed pistachio nuts, in shell from California, 100-200 tons per year, in lots of about 10 to 15 tons per month, 24/26 per ounce, filbert type. Packed in bags, suitable for export. Prompt delivery. Samples requested. Request quotes FAS Californian port m/t, net weight. Bank ref: Commerzbank AG, Hamburg. Contact: Robert Jantzen, Oscar Caspari, Brandstwierte 58/11, 2000 Hamburg 11, West Germany. Telex: 02-163 730 (Ocas D, answer back). Cable: Hilcaspari, Hamburg. Phone: Hamburg 33 18 31.
- 0483- Canned fruits, frozen seafood (France). Exporter, importer and agent of
0484 food products and seafoods established in 1972 wants canned fruits (all kinds), and crabmeat and salmon, frozen. Bank ref: Ste Centrale De Banque; Sudameris; Banco Central, Paris. Contact: R. A. M. Poelstra, Windig B.V., Centrale Markt Hal 16/20, Jan Van Galenstraat 14, 1051 KL Amsterdam, Netherlands. Telex: 16342. Phone: 020-824040.
- 0485- Celery, iceberg lettuce, radishes, citrus fruit and tropical fruits and
0489 vegetables (Netherlands). Dutch company is looking for New York company that is able to compose mixed container loads weekly of celery, iceberg lettuce, radishes, citrus fruits, exotic fruits and vegetables, mangos, kiwis and other exotic fruits. Quotes FOB or CIF. Bank ref: N.M.B. Han Van Galenstraat-Amsterdam. Contact: R. A. M. Poelstra, Windig B.V., Centrale Markt Hal 16/20, Jan Van Galenstraat 14, 1051 KL Amsterdam, Netherlands. Telex: 16342. Phone: 020-824040.

- 0490 Corn oil (Netherlands). Wants 1200 gallons per month of best quality corn oil, packed in 5 gallon cans. Quotations CIF Amsterdam. Bank ref: Amro-Bank Amsterdam. Contact: C.M.A. Molenaar, W-P. B.V. Confectie Centrum, Koningin Wilhelminaplein 13, Amsterdam, Netherlands. Telex: 170985. Phone: 020-178929.
- 0491 Wheat Straw (Syria). Syria announces tender for 100,000 metric tons of baled straw. Delivery by June 1979 through June 1980. Request packed in 80x50x50 impressed bales each 36 kg at least. Tender deadline is March 31, 1979. Payment immediately upon delivery against statements of account. Bid and performance bonds are 5% and 10% tender price by certified check or bank guarantee. Contact: Public Establishment of Chemical Industries, P. O. Box 5447, Damascus, Syria.

Foreign Trade Developments

Registrations Open for Seafood "United Nations" Conference. A Seafood International Conference will be held at the Andalucia Plaza Hotel at Marbella on the Costa del Sol, Spain, from November 11 to 14, 1979. The conference makes it possible for individuals to meet and exchange information. Topics of discussion will be development of the fishing industries of the 3rd world nations marketing plans, international monetary conditions, marketing of underutilized species global tuna industry, and the Spanish fishing industry. For further details on the Conference Contact: International Seafood Conference, Dept. R-2, 111 East Wacker Drive, Chicago, Ill., 60601. Tel: 312-644-6610. Telex: 25-4073.

The International Trade Exhibition of Pig and Poultry Production. The International Trade Exhibition of Pig and Poultry Production will be held in Hanover, Federal Republic of Germany, June 20-23. The Exhibition is held every two years and provides detailed information on pig and poultry breeding; piggery construction and equipment, incubating equipment, feeding techniques, feed supplements, disinfectants, tools and accessories. For further information on the "Pig and Poultry" exhibition, please write to the Deutsche Landwirtschafts-Gesellschaft (DLG), Zimmerweg 16, D-6000 Frankfurt/Main 1, Federal Republic of Germany.

OMITTED-3/9 - Address for New Publications are as follows: Single copies of the following are available by writing the Information Services Staff, FAS, U.S. Department of Agriculture, Washington, D. C. 20250.

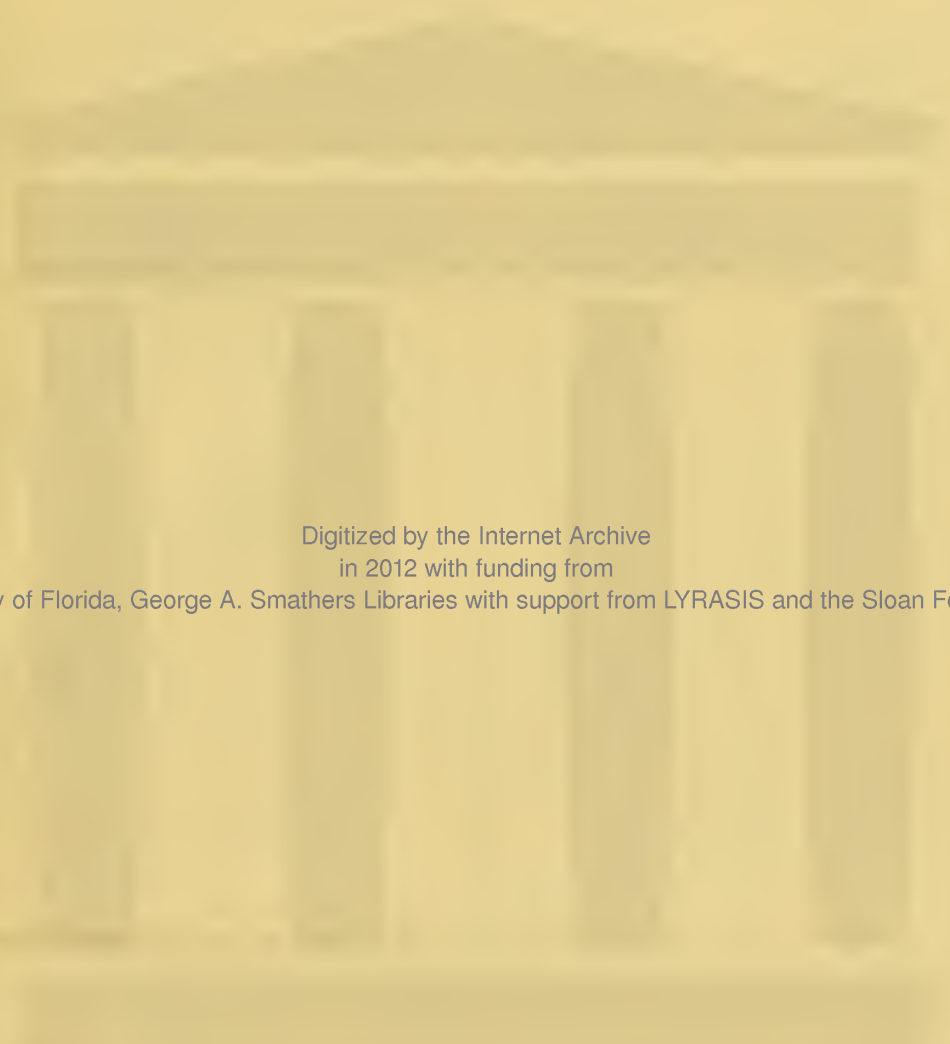
New Publications:

U.S. Seed Export, Quantity, Value, and Destination, July-December and December, 1977/78 and 1978/79 Marketing Years, FFVS 1-79, February 1979.

Northern Hemisphere Citrus Production Down in 1978/79, FCF 1-79, February 1979.

World Soybean Production and Trade To Set New Records in 1978/79, FOP 2-79, January 1979.

World Grain Situation Outlook for 1978/79, FG 3-79, January 26, 1979.



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